2006 NETS Symposium

The Greenup Lock Closure Survey and Analysis

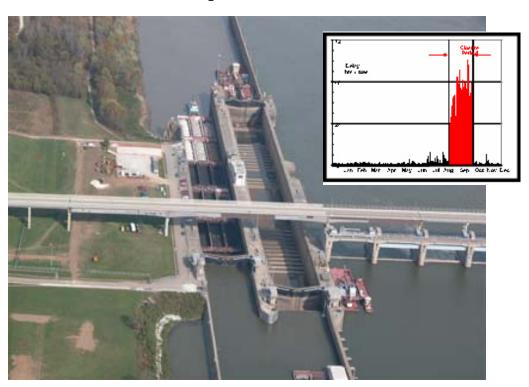
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Dale Kelz – CELRH-NC 12-14 January 2006



Great Lakes and Ohio River Division

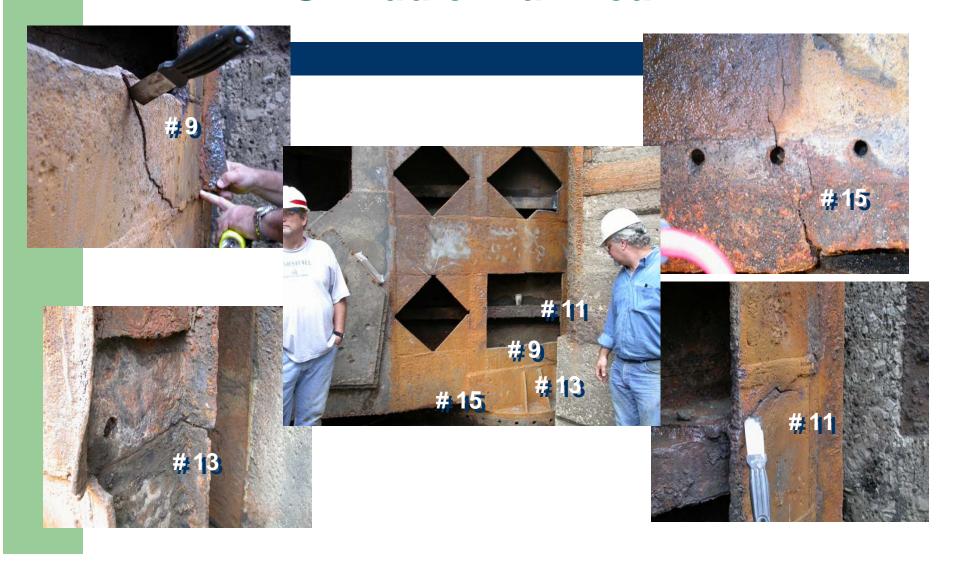
Shipper and Carrier Response to the September - October 2003 Greenup Main Lock Closure



Greenup Closure Survey – the event

- 18-day main chamber closure (8-26 Sep 2003) announced on 11 Aug 2003.
- 28-day extension to main chamber closure (to 24 Oct 2003) announced on 19 Sep 2003.
- Potential 14-day extension to main chamber closure (to 7 Nov 2003) announced on 7 Oct 2003.
- Main chamber open for service on 31 Oct 2003

Greenup L&D DS Middle Wall Leaf



Greenup Closure Survey - history

- 1991
 - 32-day scheduled closure
 - \$5.7M transportation delay costs
- 1998
 - 19-day scheduled closure
 - \$3.6M transportation delay costs
- 1999
 - 30-day unscheduled closure
 - \$3.6M transportation delay costs
- 2003
 - 18-day scheduled → 35 day unscheduled closures
 - \$13.2M transportation delay costs

Ultimate Objective - Ability to Estimate Closure Impacts

Based on -

- Closure Notification or Lack Thereof
- Type/Duration of Closure Main/Auxiliary/Both
- Time of Year
- Commodity Types, Volumes, Values, O/Ds
- Industry Types of Those Affected
- Plants/Companies Affected, Transportation Options
- Alternative Company Responses to Closure
- Towing Company Responses to Closure

Greenup Closure Survey - Goals

- Critique of the Closure Procedures
- Operational Adjustments
 - towing operations
 - plant operations
- Increased Costs
 - transportation costs
 - plant costs
 - other associated costs
- LPMS Analysis

Greenup Closure Survey

- Shipper Survey
 - 126 companies surveyed
 - 64 million tons (98%)
 - 32 responses (25%)
 - 29 million tons (45%)
- Carrier Survey
 - 9 companies surveyed
 - 6 responses (67%)

Greenup Closure Survey Notification/Procedures

- Notification
 - adequate for the scheduled period
 - inadequate for the unscheduled period
 - complaints of no notification whatsoever
- Procedures
 - general satisfaction with procedures
 - complaints of not following established procedures

Greenup Shipper Survey - responses

No change in procedures	11
Stockpiled product and waited	12
Switched to overland modes	6
Switched to new product source	3
Altered production processes	4
Switched production facilities	2
Substituted purchased product	1

Greenup Closure Survey Utility Responses -- interview

- Stockpile and wait for lock opening
- Divert coal to alternative modes
- Shift coal sources to avoid closed lock
- Close plants that cannot receive coal and redispatch or purchase power off the grid

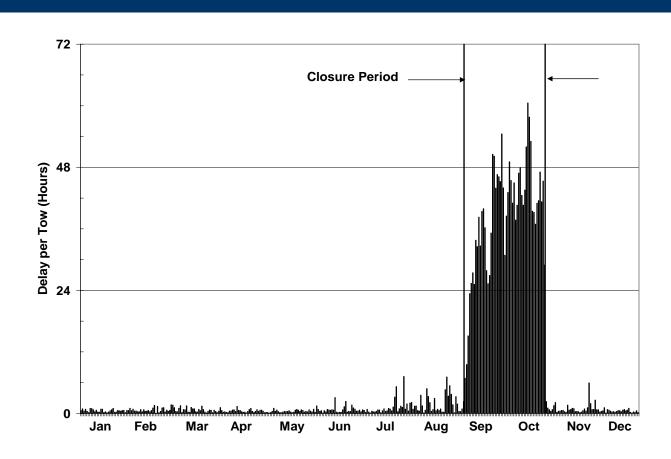
Greenup Carrier Survey - responses

- Towboats remained in queue w/barges
- Companies maintained normal tow sizes
- Companies participated in industry self-help
- Companies did not avoid the lock

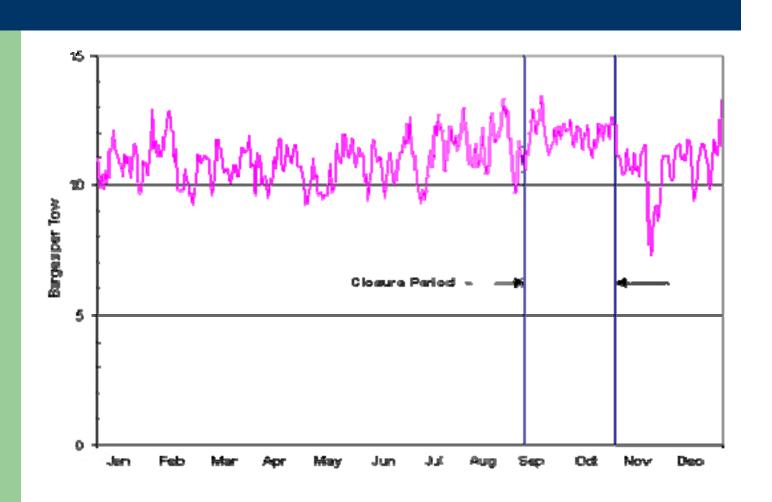
Greenup Closure Survey Shipper & Carrier Reactions

- Shippers
 - increased stockpiles
 - alternative transportation
 - greater involvement in closure planning & procedures
 - assumption of "worst-case" scenarios
- Carriers
 - greater involvement in closure planning & procedures
 - assumption of "worst-case" timelines

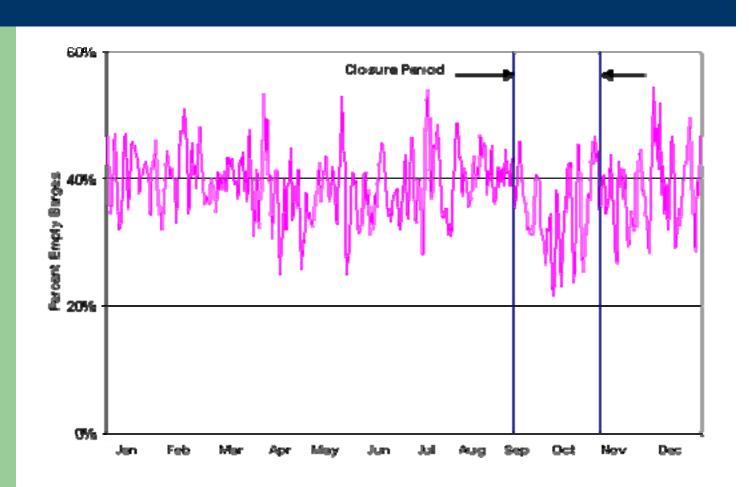
Greenup Closure Survey – LPMS Analysis -- Delay per Tow



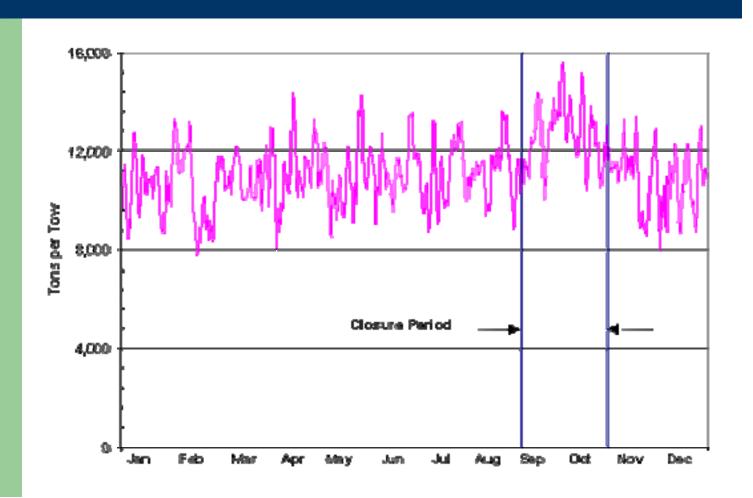
Greenup Closure Survey – LPMS Analysis -- Barges per Tow



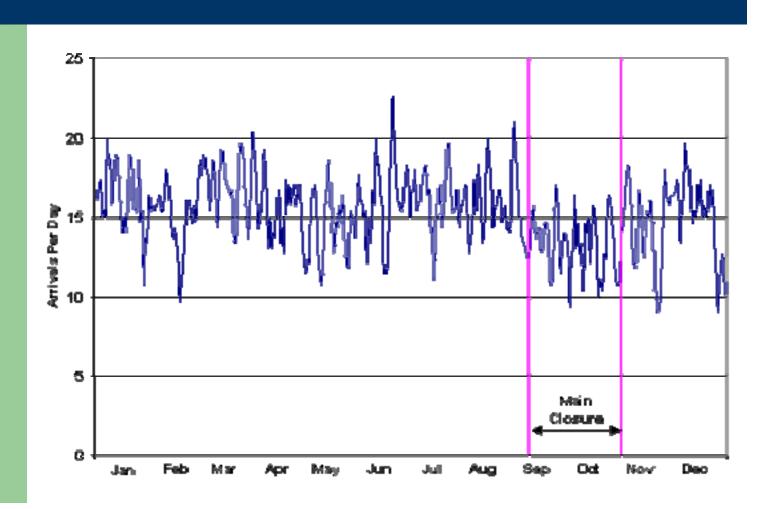
Greenup Closure Survey – LPMS Analysis -- Percent of Empty Barges



Greenup Closure Survey – LPMS Analysis -- Tons per Tow



Greenup Closure Survey – LPMS Analysis -- Arrivals per Day



Greenup Closure Survey – LPMS Analysis -- Carrier Strategies

- Increase barges per tow
- Decrease percentage of empty barges
- Increase tons per tow
- Decrease arrivals

Greenup Closure Survey - total costs (thousands of dollars)

Switching modes/routes	\$8,600	
Switching product sources	1,900	
Stockpiling	25	
Changing production processes	220	
Switching production facilities	36	
Demurrage	10	
Additional equipment	2,500	
Lost Sales	13,100	
Other Costs	2,300	
Transportation Delay Cost (computed)	13,200	
Total Costs	\$41,891	